

REMARKS/ARGUMENTS

Favorable reconsideration of this application, as presently amended and in light of the following discussion, is respectfully requested.

Claims 1, 2, 4-8, 10-16, 18-22, 24-30 are pending in the present application and Claims 1, 7, 15, 21 and 29 are amended. Support for the foregoing amendments can be found in the claims as originally filed. Thus, no new matter is added.

In the outstanding Office Action, Claims 1, 2, 4-8, 10-16, 18-22 and 24-30 are rejected under 35 U.S.C. §103(a) as unpatentable over SalesLogix Software Product, herein "SalesLogix" in view of Cohen (Cohen, Andy; "Predicting the Future", Sept 1996, Sales and Marketing Management; 148, 9;ABI/InFORM Global, p.30).

Addressing the rejection of Claims 1, 2, 4-8, 10-16, 18-22 and 24-30 under 35 U.S.C. §103(a) as unpatentable over SalesLogix and Cohen, in light of the present amendment, that rejection is respectfully traversed.

Amended independent Claim 7 recites, in part,

summing a number of transactions dealing with a same commodity and having reached a same stage, the stage corresponding to the progress information, twice at different points in time, and storing the number of transactions summed in a second storage;

reading results of the summing performed twice continuously, from the second storage; and

calculating an increase or decrease rate of the number of transactions, which have reached their respective stages, from reading the results of the summing, and estimating a future demand for the commodity based on the increase or decrease rate,

Claims 1, 15, 21 and 29 recite analogous features.

SalesLogix describes a computer software program which allows users to view opportunity information in a graphical or table format. Further, SalesLogix describes that graphs are created that can be used for understanding changes in a sales pipeline.

However, SalesLogix does not describe or suggest summing a number of transactions dealing with a same commodity and having reached a same stage, twice at different points in time and calculating an increase or decrease rate of the number of transactions, which have reached their respective stages and estimating a future demand for the commodity based on the increase or decrease rate.

SalesLogix describes graphs that display opportunity information so that users can understand changes in the sales pipeline. In other words, users can pull up a graph and see how the sales pipeline might change based on the data found in the graphs.

However, SalesLogix does not describe or suggest summing a number of transactions dealing with a same commodity and having reached a same stage, twice at different points in time.

SalesLogix describes that the software includes “intuitive workflow designs and dialogs” however this feature of SalesLogix does not, at two different times, sum a number of transactions dealing with the same commodity and having reached the same stage.

In other words, SalesLogix uses the term workflow generically, meaning simply that the software includes workflow graphs. The word “workflow” can not be interpreted in this context to describe “summing “and organizing transactions based on commodity type and stage progress. Therefore SalesLogix clearly does not describe or suggest summing a number of transactions dealing with a same commodity and having reached a same stage, twice at different points in time, as recited in Claim 7.

Further, SalesLogix does not describe does not describe calculating an increase or decrease rate of the number of transactions, which have reached their respective stages and estimating a future demand for the commodity based on the increase or decrease rate.

SalesLogix describes dynamic forecasting using graphs to facilitate understanding changes in the sales pipeline.

However the term “dynamic forecasting” does not inherently encompass calculating an increase or decrease rate of the number of transactions, which have reached their respective stages. In other words, Claim 7 recites that a rate is calculated and this rate is used to calculate future demand. SalesLogix makes no mention of a rate not does SalesLogix describe that the rate recited in Claim 7 is a rate at which a number of transactions have reached certain stages.

In other words, SalesLogix does not describe calculating an increase rate or a describe rate of transactions which have reached certain stages. Further, the terms “forecasting”, “workflow” and “sales pipeline” recited in SalesLogix cannot be interpreted to inherently describe this feature.

Additionally, the further cited Cohen reference does not cure the above noted deficiencies of SalesLogix.

Therefore, it is respectfully submitted that independent Claim 7 and claims depending therefrom, patentably distinguish over SalesLogix and Cohen considered alone or in any proper combination.

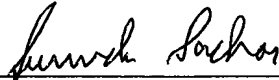
Claims 1, 15, 21 and 29 similarly recite the above noted features of Claim 7 and the arguments presented above also apply to these claims and claims depending therefrom.

Therefore, it is respectfully submitted that independent Claims 1, 7, 15, 21 and 29 and any claims depending therefrom, patentably distinguish over the teachings of SalesLogix and Cohen considered alone or in any proper combination.

Consequently, in view of the present amendment, no further issues are believed to be outstanding in the present application, and the present application is believed to be in condition for formal Allowance. A Notice of Allowance for the claims is earnestly solicited.

Respectfully submitted,

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